

Message Text

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ACTION STR-07

INFO OCT-01 EA-10 IO-13 ISO-00 STRE-00 AGRE-00 CEA-01
CIAE-00 COME-00 DODE-00 EB-08 FRB-03 H-01 INR-10
INT-05 L-03 LAB-04 NSAE-00 PA-01 CTME-00 AID-05
SS-15 ITC-01 TRSE-00 SP-02 SOE-02 OMB-01 DOE-15
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C O N F I D E N T I A L GENEVA 13763

USMTN

ACTION STR PASS ELECTRONICALLY

PASS USDA FOR HATHAWAY AND SAYLOR

E.O. 11652: GDS
TAGS: ETRD, MTN, JA
SUBJECT: MTN: US-JAPAN AGRICULTURE NEGOTIATIONS

REF: STATE 231273

1. AMBASSADOR MCDONALD AND CULBERT MET WITH UKAWA FOR TWO HOURS MORNING SEPTEMBER 13 TO DISCUSS FOLLOW-UP TO STRAUSS-NAKAGAWA NEGOTIATIONS (REFTEL). WE REACHED AGREEMENT ON PERSONAL BASIS AS FOLLOWS, WITH BOTH SIDES STRESSING NEED TO CHECK WITH CAPITALS BEFORE COMMITTING AVAILABILITY OF SENIOR OFFICIALS:

A. WE SHOULD AIM FOR A PACKAGE OF CONCESSIONS BOTH SIDES ARE WILLING TO RECOMMEND FOR APPROVAL BY STRAUSS
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AND NAKAGAWA; AIM SHOULD BE TO KEEP TO ABSOLUTE MINIMUM THE NUMBER OF SPECIFIC ITEMS THAT HAVE TO BE REFERRED TO THAT LEVEL FOR NEGOTIATION OF A SOLUTION (HOPEFULLY ONLY CITRUS AND BEEF); WITH RESPECT TO THESE TWO CRITICAL ITEMS, STAFF LEVELS SHOULD ATTEMPT TO NARROW OUTSTANDING DIFFERENCES AND, IF POSSIBLE, FORMULATE RECOMMENDATIONS FOR BEEF AND CITRUS AS WELL FOR DECISION BY STRAUSS AND

NAKAGAWA; WE TOLD UKAWA NOT TO FORGET OUR REQUESTS FOR JAPANESE TARIFF CUTS ON CITRUS AND BEEF WHICH WOULD HAVE TO BE ADDRESSED IN THESE NEGOTIATIONS.

B. FIRST STEP WILL BE A PREPARATORY MEETING BETWEEN U.S. AND JAPANESE DELS (INCLUDING AG ATTACHES BOTH SIDES) STARTING HERE ON MONDAY, SEPTEMBER 18, TO CONFIRM CURRENT STATUS OF REQUESTS AND OFFERS NOW ON THE TABLE. THIS MAY TAKE A DAY OR TWO WITH POSSIBLE PAUSE FOR CHECK WITH CAPITALS IF THERE ARE DISCREPANCIES IN OUR RESPECTIVE UNDERSTANDINGS OF WHERE WE ARE RIGHT NOW.

C. THIS SESSION WILL BE FOLLOWED BY INTENSIVE PRODUCT-SPECIFIC DISCUSSION OF REQUESTS AND OFFERS (OR NON-OFFERS) TO PROBE FOR BETTER FEEL FOR WHAT KIND OF SOLUTIONS MAY BE ATTAINABLE.

D. SENIOR AGRICULTURAL OFFICIALS ON BOTH SIDES WILL HAVE TO BECOME INVOLVED BEFORE A PACKAGE HAVING ANY PROSPECT OF MUTUAL ACCEPTANCE CAN GO TO STRAUSS-NAKAGAWA LEVEL; ACCORDINGLY, WE INDICATED LIKELIHOOD THAT ASST SECRETARY HATHAWAY AND SAYLOR WHO WILL BE IN GENEVA SEPT 28-30, MIGHT BE AVAILABLE; UKAWA IS EXPLORING WHETHER IMAMURA AND/OR SHIMURA COULD BE IN GENEVA THOSE DATES WITH OBJECTIVE OF PUTTING AS MANY ELEMENTS AS POSSIBLE IN SHAPE THAT EACH SIDE WOULD BE WILLING TO CONFIDENTIAL

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RECOMMEND TO THEIR PRINCIPALS FOR ENDORSEMENT.

E. A STRAUSS-NAKAGAWA MEETING COULD THEN BE SOUGHT AT A MUTUALLY CONVENIENT TIME, PERHAPS IN CONNECTION WITH A STRAUSS VISIT HERE IN EARLY NOVEMBER, TO COMPLETE NEGOTIATIONS BETWEEN THEM ON ANY REMAINING BEEF AND CITRUS ELEMENTS AND APPROVE THE FINAL PACKAGE.

2. COMMENTS: A. UKAWA WILL BE PERSONALLY INVOLVED IN THIS PROCESS AT LEAST UNTIL EARLY OCTOBER; BELIEVE THIS IS A PLUS FOR US BECAUSE OF HIS COMMON-SENSE APPROACH TO NEGOTIATIONS AND SINCERE DESIRE TO SEE MUTUALLY SATISFACTORY SOLUTION. UKAWA WAS AT SOME PAINS TO STRESS POLITICAL AND BUREAUCRATIC FACT OF LIFE IN JAPAN THAT NO ONE SHORT OF NAKAGAWA COULD SETTLE AGRICULTURAL ISSUES, BUT RECOMMENDATIONS FOR NAKAGAWA'S APPROVAL STAND BETTER CHANCE OF BEING APPROVED IF THEY GO THROUGH A CONDITIONING PROCESS THROUGH ESCALATING HIERARCHICAL LEVELS.

B. REFTTEL REPORT AS WELL AS BRIEFING BOOKS PREPARED FOR STRAUSS-NAKAGAWA MEETINGS SEPT 5-7 PROVIDE AMPLE MATERIAL TO LAUNCH THIS EFFORT. WE WOULD ACCORDINGLY URGE

THAT HATHAWAY ARRANGE HIS SCHEDULE SO THAT WE COULD PLAN
ON AN INITIAL MEETING WITH SENIOR JAPANESE AGRICULTURAL
LEVELS FOR A FEW HOURS ON THE EVENING OF SEPT 28; WITH
FOLLOW-UP SESSION FOR ABOUT TWO/THREE HOURS SOMETIME
ON THE 29TH; AND, IF NECESSARY, A FOLLOW-UP MEETING ON
SATURDAY MORNING SEPT 30.

3. DRAFTED BY CULBERT. MCDONALD

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